TWO DOLLARS

Serving the Farm and Industrial Equipment Industry Since 1886

Implement & Tractor

THE DEALER WHO LIKES TO ADVERTISE

page 8

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September 7, 1980 • Vol. 95 • No. 18

Implement&Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

8: Above-Average Ad Budget Pays Dividends. Dealer Cecil Rueter gets results from television ads for new products and classified ads in state-wide paper for used equipment.

19: Tractor Superchargers: Pressure-Wave of the Future? I&T takes a look at the Comprex Pressure-Wave supercharger which is being used on a new model tractor for the European market.

26: Glossary for the Electronics Age. As tractor and implement control systems become more sophisticated, it is time to learn the language of electronics.

32: Aug. 1 Combine Auction: Prices Reflect Turnaround. Prices paid at a central Iowa auction of combines and cornheads reflect crop conditions and regional economies. Second in a two-part series.

DEPARTMENTS

What's Ahead	4	Auction Prices	54
Retail Sales of Wheel Tractors	30	New Literature	55
What's New	36	Industry in Motion	55
News Briefs	50	Farm Equipment Patents	55
Retail Sales of Selected Farm Equipment	52	Classified Ads	56
		Index to Advertisers	58

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what's ahead...

I&T SINCE 1886

September 7, 1980

A STRONG COMEBACK IN U.S. TRACTOR RETAIL SALES was posted by dealers in July, according to the FIEI flash report. Unit volume for the month was almost 20 per cent ahead of last year, with the improvement coming strongest in the area that needed it most--tractors over 100 hp. The sales level for the first seven months, however, is behind the 1979 pace by a substantial 21 per cent. In May, FIEI's Marketing & Management Conference was saying the industry would finish the year down about 11 per cent; specifically, 2WD units under 30 hp, off 7.6 per cent; 2WDs from 30-99 hp, down 10 per cent; 2WDs over 100 hp, off 13.6 per cent; 4WD tractors, off 10.5 per cent. Meanwhile, combines, conventional balers, forage harvesters and mower-conditioners had a much rougher month. The flash report:

Unit Retail Sales

	July			January-July		
Equipment	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors						
2-wheel drive						
40-99 hp	6,154	5,080	+21.1	36,909	42,028	-12.2
100 hp & over	3,373	2,726	+23.7	27,295	39,685	-31.2
Total 2-wheel dr.	9,527	7,806	+22.0	64,204	81,713	-21.4
4-wheel drive	603	666	- 9.5	5,634	6,445	-12.6
Total Tractors	10,130	8,472	+19.6	69,838	88,158	-20.8
S-P Combines	2,395	2,972	-19.4	9,495	11,215	-15.3
Balers*	3,040	3,751	-19.0	8,867	12,214	-27.4
Forage Harvesters**	975	1,206	-19.2	3,763	4,380	-14.1
Mower-Conditioners	3,235	3,620	-10.6	12,670	17,382	-27.1

*Bales under 200 lbs. **Shear-bar type

EARLY IN 1981, FORD TRACTOR DEALERS will begin marketing an expanded line of self-propelled grain combines, in accordance with an agreement signed by Ford Tractor Operations and Claas of America. Claas is a subsidiary of Claas OHG of Harsewinkel, West Germany, which is a leading European combine maker and has been supplying Ford Tractor in the U.S. with a line of combines for the past 15 years. Under the new agreement, says Ford, its dealers will have North American marketing rights to the line. Initially, there will be two Claas models, the Dominator 96 and the Dominator 76, painted Ford blue, with other models to be added later, probably including a rotary-type unit. Biggest model in the Claas line is the Dominator 106, with a 205-hp diesel engine, which has been under test in the U.S. for over two years. Claas of America is located at 421 Stevenson Highway, Troy, Mich. 48084; Thomas G. S. Leask is president and James Johnson, formerly with White Farm, is vice-president for marketing.

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RETAIL SALES OF WHEEL TRACTORS*
(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-May, 1979				Cumulative for Jan.-May, 1980			
	May 1979		May 1980		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	226	66	219	41	1,439	22	1,461	293	1,090	36	1,126	175
Alaska	1	4	9	8	3	.....	3	18	8	5	13	11
Arizona	55	52	112	33	327	40	367	273	375	47	422	198
Arkansas	301	91	267	46	1,817	119	1,936	272	1,464	186	1,650	234
California	421	303	317	203	2,025	133	2,158	1,571	1,744	131	1,875	1,099
Colorado	110	82	98	51	484	78	562	306	411	86	497	253
Connecticut	21	27	26	11	82	.....	82	128	109	3	112	85
Delaware	16	5	15	5	106	10	116	21	79	4	83	15
Florida	146	172	217	79	879	29	908	755	941	29	970	506
Georgia	294	78	307	54	2,045	21	2,066	407	1,430	27	1,457	205
Hawaii	2	7	8	7	27	.....	27	44	25	.....	25	50
Idaho	100	21	82	9	488	72	560	86	409	42	451	63
Illinois	529	133	455	63	3,595	381	3,976	678	2,082	349	2,431	315
Indiana	421	162	279	42	2,198	213	2,411	432	1,221	200	1,421	219
Iowa	694	41	346	50	4,891	309	5,200	189	2,489	258	2,747	141
Kansas	396	38	322	26	1,808	237	2,045	153	1,255	294	1,549	158
Kentucky	407	107	433	76	2,325	47	2,372	333	1,712	39	1,751	178
Louisiana	204	104	252	41	1,169	84	1,253	390	1,131	121	1,252	254
Maine	29	19	31	3	94	.....	94	65	82	2	84	48
Maryland	83	51	78	30	407	18	425	218	319	23	342	126
Massachusetts	23	31	17	22	69	.....	69	142	51	.....	51	101
Michigan	239	150	229	64	1,375	117	1,492	579	914	94	1,008	339
Minnesota	955	84	331	26	3,098	457	3,555	325	1,527	280	1,807	172
Mississippi	291	63	293	29	1,731	75	1,806	343	1,481	124	1,605	135
Missouri	527	108	347	45	2,658	121	2,779	415	1,611	127	1,738	265
Montana	168	37	120	18	416	227	643	95	457	129	586	92
Nebraska	434	28	197	10	2,434	159	2,593	107	1,465	183	1,648	71
Nevada	18	27	15	8	67	3	70	92	50	7	57	51
New Hampshire	17	9	7	2	49	.....	49	54	45	.....	45	30
New Jersey	36	70	27	37	159	3	162	291	131	1	132	192
New Mexico	47	24	38	20	224	16	240	128	194	10	204	89
New York	288	120	239	98	1,116	54	1,170	503	911	38	949	374
North Carolina	298	88	352	47	2,208	39	2,247	478	1,524	20	1,544	262
North Dakota	565	39	139	17	1,283	633	1,916	106	606	344	950	55
Ohio	448	210	341	71	2,248	172	2,420	700	1,580	164	1,744	345
Oklahoma	298	74	210	50	1,311	122	1,433	282	911	139	1,050	232
Oregon	128	61	103	21	516	27	543	251	474	33	507	171
Pennsylvania	254	158	219	82	1,081	19	1,100	654	867	27	894	432
Rhode Island	6	3	1	3	11	.....	11	21	6	.....	6	21
South Carolina	165	49	160	34	993	19	1,012	219	716	24	740	133
South Dakota	353	41	87	10	1,255	169	1,424	96	624	109	733	43
Tennessee	321	67	345	21	2,126	41	2,167	428	1,351	45	1,396	159
Texas	762	418	858	248	4,112	198	4,310	1,742	3,762	248	4,010	1,489
Utah	65	54	63	20	290	6	296	183	235	14	249	131
Vermont	40	7	32	7	140	3	143	22	96	.....	96	13
Virginia	230	70	232	38	1,178	5	1,183	356	926	14	940	258
Washington	166	81	150	44	705	87	792	392	718	68	786	204
West Virginia	55	19	62	54	241	.....	241	106	183	.....	183	91
Wisconsin	735	85	438	26	2,911	113	3,024	353	1,815	100	1,915	195
Wyoming	58	34	36	8	208	12	220	107	136	16	152	67
U.S. Government	5	159	8	60	25	.....	25	435	51	.....	51	356
Miscellaneous‡	.....	175	48	126	34	1	35	554	178	.....	178	361
TOTAL	**12,471**	**4,207**	**9,617**	**2,244**	**62,481**	**4,711**	**67,192**	**17,192**	**43,972**	**4,240**	**48,212**	**11,262**

Data released July 24, 1980, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers, Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revisions reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

RETAIL SALES OF SELECTED FARM EQUIPMENT — Jan.-May, 1979 and 1980 (1)

(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers (2)		Windrowers Self-Propelled Power Units		Windrowers Self-Propelled Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters (3)	
	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980
Alabama	58	50	19	15	49	35	.....	2	.....	1	132	79	14	5
Alaska	.....	.....	.....	.....	.....	6	.....	.....	.....	.....	.....	.....	.....	.....
Arizona	13	23	.....	.....	10	17	21	30	23	38	4	5	4	2
Arkansas	129	115	1	.....	111	68	2	.....	1	.....	32	46	3	2
California	23	80	9	6	63	54	98	124	111	141	9	1	24	25
Colorado	51	59	16	28	55	64	57	52	62	57	43	37	20	21
Connecticut	.....	.....	.....	.....	9	16	.....	.....	.....	.....	2	.....	9	8
Delaware	6	9	4	4	4	2	.....	1	.....	1	5	6	2	3
Florida	18	17	15	8	30	25	1	.....	1	.....	37	24	5	12
Georgia	118	84	69	60	60	38	1	1	1	1	285	160	20	22
Hawaii	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2
Idaho	48	44	3	3	80	97	45	65	45	65	23	31	4	14
Illinois	730	553	555	551	86	72	2	9	2	9	404	293	71	71
Indiana	444	354	340	350	110	63	1	5	1	5	387	219	49	52
Iowa	761	671	449	640	106	68	65	26	64	27	1,372	722	107	133
Kansas	492	591	43	92	185	110	149	110	150	109	206	140	38	72
Kentucky	120	66	59	36	129	84	2	2	2	2	204	206	31	42
Louisiana	88	56	.....	.....	43	14	.....	.....	.....	.....	10	10	7	6
Maine	1	.....	.....	.....	17	9	.....	.....	.....	.....	1	.....	11	9
Maryland	20	33	16	26	39	29	4	7	4	6	25	19	17	22
Massachusetts	.....	.....	.....	.....	10	7	.....	.....	.....	.....	1	1	2	3
Michigan	105	110	69	93	78	64	20	9	20	9	149	126	64	83
Minnesota	418	295	247	230	246	177	176	88	179	91	587	331	154	140
Mississippi	130	94	2	1	60	27	.....	.....	.....	.....	33	22	16	15
Missouri	240	236	113	132	200	121	33	18	33	18	413	299	47	30
Montana	56	84	1	2	87	61	64	77	65	77	44	39	4	10
Nebraska	308	359	161	289	75	41	148	89	148	87	389	313	46	68
Nevada	.....	1	.....	.....	13	13	16	12	19	15	1	2	2	3
New Hampshire	.....	.....	.....	.....	7	14	.....	.....	.....	.....	1	.....	3	6
New Jersey	12	6	5	7	23	9	.....	.....	.....	.....	11	4	4	5
New Mexico	4	5	.....	2	39	35	34	22	33	24	14	7	1	.....
New York	22	30	26	39	151	134	14	13	14	14	69	71	106	147
North Carolina	91	69	56	56	79	72	3	1	3	1	137	85	18	18
North Dakota	267	196	6	10	10	14	181	51	188	54	105	73	15	21
Ohio	336	327	236	225	193	110	6	3	6	3	325	242	47	67
Oklahoma	183	180	1	2	365	138	76	33	77	34	98	71	12	9
Oregon	37	35	.....	3	75	88	62	44	63	45	22	18	20	10
Pennsylvania	49	38	39	59	270	182	21	14	21	16	206	162	90	123
Rhode Island	.....	.....	.....	.....	2	.....	.....	.....	.....	.....	1	.....	.....	.....
South Carolina	58	49	27	19	34	21	.....	.....	.....	.....	69	41	9	11
South Dakota	119	111	56	60	25	22	210	91	219	101	245	198	41	47
Tennessee	116	73	29	36	203	104	.....	1	.....	1	154	111	44	30
Texas	187	271	39	41	419	168	39	22	45	23	146	122	24	32
Utah	5	6	.....	1	47	50	17	24	18	24	54	21	10	14
Vermont	.....	.....	.....	.....	22	29	.....	1	.....	1	2	.....	19	36
Virginia	44	32	38	24	152	115	2	3	2	3	93	59	34	42
Washington	74	66	6	8	69	83	47	46	45	43	13	12	24	29
West Virginia	1	.....	2	.....	54	35	.....	.....	.....	.....	16	16	8	2
Wisconsin	54	99	71	126	502	384	89	97	91	97	383	304	345	479
Wyoming	8	10	2	1	43	26	28	19	30	18	17	12	6	3
U.S. Government	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL	**6,045**	**5,587**	**2,830**	**3,285**	**4,739**	**3,195**	**1,734**	**1,212**	**1,786**	**1,261**	**6,979**	**4,760**	**1,645**	**2,006**

Data released July 24, 1980, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types		Manure Spreaders Conveyor-Type		
1979	1980	1979	1980	
70	40	10	13	Alabama
.....	.....	.....	.....	Alaska
3	5	4	6	Arizona
181	103	70	61	Arkansas
24	18	40	21	California
20	22	46	40	Colorado
16	20	52	38	Connecticut
7	7	41	43	Delaware
28	21	13	11	Florida
85	87	30	24	Georgia
1	.....	1	1	Hawaii
13	23	75	59	Idaho
195	134	659	357	Illinois
217	123	465	271	Indiana
393	220	1,663	777	Iowa
323	173	169	136	Kansas
372	239	221	180	Kentucky
31	18	16	12	Louisiana
25	19	78	55	Maine
61	28	137	137	Maryland
12	16	43	38	Massachusetts
149	124	491	409	Michigan
359	246	1,159	698	Minnesota
54	26	20	8	Mississippi
623	440	305	201	Missouri
16	27	34	28	Montana
150	138	383	247	Nebraska
3	2	2	5	Nevada
7	16	29	33	New Hampshire
20	18	35	28	New Jersey
6	4	3	3	New Mexico
211	242	866	740	New York
140	89	100	89	North Carolina
32	17	52	49	North Dakota
363	210	672	486	Ohio
393	203	20	33	Oklahoma
46	50	63	49	Oregon
325	251	860	743	Pennsylvania
3	1	1	.....	Rhode Island
57	27	23	20	South Carolina
31	25	204	114	South Dakota
348	192	121	107	Tennessee
465	291	87	82	Texas
19	31	58	70	Utah
33	51	162	115	Vermont
231	263	150	136	Virginia
34	45	89	74	Washington
60	47	63	36	West Virginia
670	567	1,837	1,141	Wisconsin
2	7	37	27	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	.....	.....	Miscellaneous
6,927	**4,966**	**11,759**	**8,051**	**TOTAL**

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

YODER & FREY, INC.
Archbold, Ohio
(August 12, 1980)

ALLIS-CHALMERS TRACTORS
5050, 1977 (Excellent) 3500*
190, 1967 (Fair) 3900*
180, 1967 (Rough) 3750
D17 diesel, 1963 (Fair) 1635
D17 diesel, 1962 (Rough) 1200
WD45, 1956 (Rough) 600
WD45, 1956 (Rough) 460*

DAVID BROWN TRACTORS
1200, 1966 (Fair) 3300
1200, 1966 (Fair) 3075
1200, 1960 (Fair) 2675
950, 1955 (Fair) 775
885 diesel, 1977 (Excellent) 4200*

CASE TRACTORS
1200 diesel, 1965 (Rough) 9500*
1070 diesel, 1973 (Rough) 5000*
830 diesel, 1962 (Fair) 3250
830 diesel, 1962 (Rough) 875*
830 diesel, 1961 (Fair) 1500*
730 diesel, 1963 (Fair) 2800*
730 diesel, 1963 (Rough) 1450
730, 1962 (Rough) 1000*
530, ldr., 1964 (Good) 3700

COCKSHUTT TRACTOR
1600, 1962 (Good) 2300

JOHN DEERE TRACTORS
4440 diesel, 1979 (Excellent) 24,000*
4430 diesel, 1976 (Good) 15,750
4020 diesel, duals, 1967 (Good) 6700
4020, 1967 (Good) 4000
4020, 1965 (Fair) 4100*
4020, 1965 (Fair) 4000
4010 diesel, 1961 (Fair) 4700*
3020 diesel, 1964 (Good) 5525
3010, 1960 (Good) 3225
2510, 1967 (Fair) 3175
2510, 1967 (Fair) 2650*
2030, ldr., 1974 (Good) 4600*
720, 1956 (Fair) 1200*
630, 1959 (Good) 1800*
530, 1959 (Good) 1475
420, ldr., 1956 (Fair) 1300
70, 1954 (Fair) 1050*
60, 1954 (Good) 1050
60, 1954 (Good) 825
40, 1953 (Fair) 1050*
B, 1947 (Rough) 300*

FERGUSON TRACTORS
30, ldr., 1952 (Fair) 1100*
30, ... 660
T030, (Rough) 530*
20, ... 1100
20, 1948 (Fair) 800*

FORD TRACTORS
5000, 1972 (Fair) 4975
4000, ldr., 1970 (Fair) 4100*
4000, 1960 (Good) 1925
3000 diesel, 1972 (Good) 4400*
3000, 1971 (Fair) 2850
801, 1956 (Fair) 1600
800, 1956 (Fair) 1450*
541, 1954 (Fair) 1375*
NAA, 1953 (Fair) 1310
8N, 1952 (Good) 1550*
8N, 1950 (Good) 1350
8N, 1950 (Fair) 1150*
8N, 1950 (Rough) 700
8N, 1950 (Rough) 670*
8N, ldr., 1949 (Fair) 1225
9N, ldr., 1946 (Fair) 770
9N, 1944 (Good) 1200
9N, mo., 1944 (Rough) 700
9N, 1943 (Rough) 650*

INTERNATIONAL HARVESTER TRACTORS
2504, ldr., 1968 (Fair) 3000*
1468, 1975 (Good) 9400
1206 diesel, 1964 (Good) 5000
806, 1964 (Good) 4000*
574 diesel, 1971 (Fair) 3600
504, 1962 (Fair) 1750*
460, 1961 (Fair) 1600*
460, 1961 (Fair) 725
454, 1974 (Good) 3800*
450, 1956 (Fair) 1050*
350, 1957 (Rough) 820*
250, ldr., 1958 (Fair) 1250*
Sup. M, 1953 (Rough) 650*
Sup. M, 1950 (Fair) 850
M, 1953 (Fair) 500
M, 1952 (Rough) 450*
M, 1951 (Fair) 720*
M, 1950 (Rough) 460*
H, 1948 (Rough) 310*
H, 1944 (Rough) 325
140, mo., 1963 (Good) 2200
A, cult., 1950 (Fair) 550
C, cult., 1952 (Fair) 735
Cub, mo., 1956 (Rough) 975*

MASSEY-FERGUSON TRACTORS
1800, 1974 (Good) 10,300*
1080 diesel, 1971 (Good) 4000
1080 diesel, 1970 (Rough) 3500*
180, 1970 (Good) 4300
180, duals, 1970 (Rough) 2900*
85, 1960 (Rough) 1300*
65 diesel, 1960 (Fair) 2225
50 diesel, ... 1775

MINNEAPOLIS-MOLINE TRACTORS
G1000, 1970 (Rough) 2850
Jet Star 3, 1959 (Good) 2000
Z, cult., ... 475

OLIVER TRACTORS
2150 diesel, 1974 (Fair) 8000*
1900, 1962 (Fair) 2900*
1855 diesel, 1971 (Fair) 5100
1800, 1962 (Fair) 1850*
880 diesel, 1963 (Fair) 800
660, 1961 (Rough) 725
770 diesel, 1960 (Fair) 1400*
770, 1960 (Fair) 625*
770, 1960 (Rough) 600
770, 1959 (Fair) 1650
550 diesel, ldr., 1961 (Fair) 2100
88 diesel, ldr., 1949 (Rough) 1000*
77, 1950 (Fair) 560

NOTES
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

SEPT

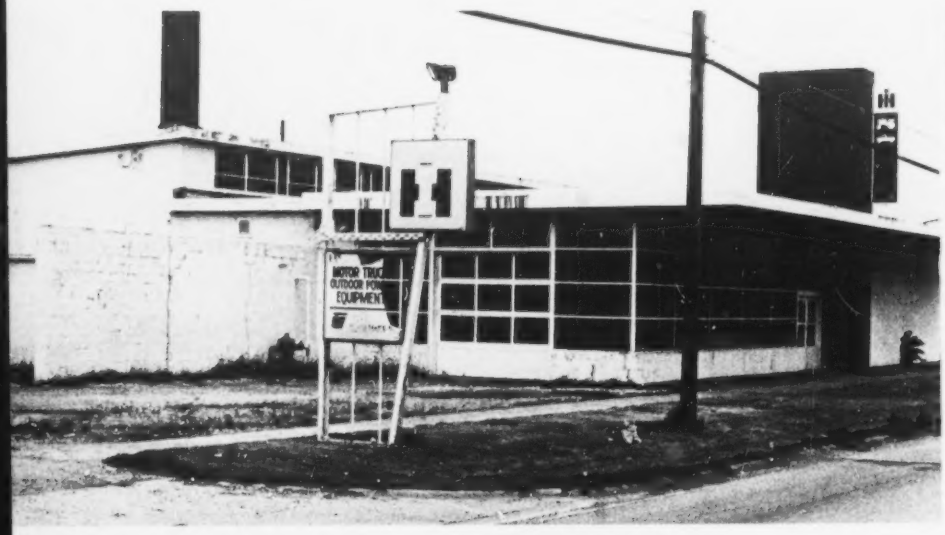
21

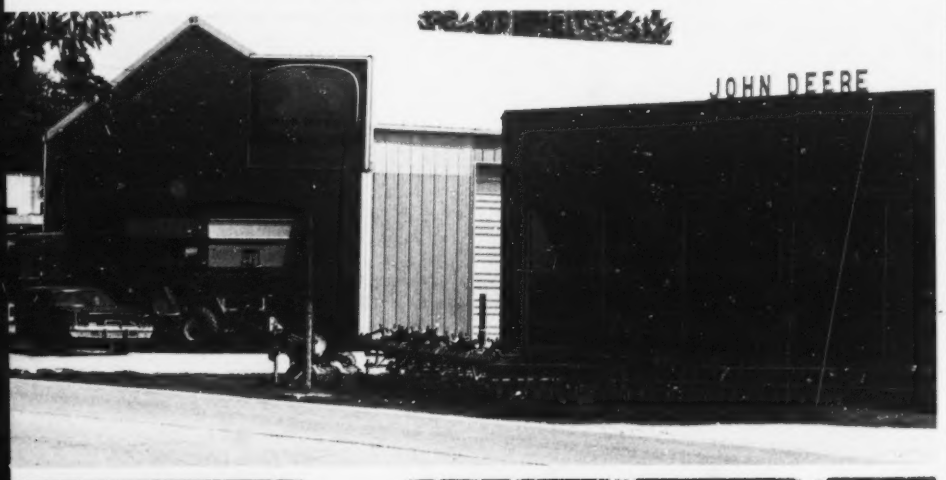
1980

September 21, 1980
TWO DOLLARS

Serving the Farm and Industrial Equipment Industry Since 1886

Implement&Tractor





Think this is a static business?

HOW THINGS CHANGED IN STREATOR

page 6

Dealers elect Lloyd Summa president

page 12

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INTERTEC PUBLISHING CORP.

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September 21, 1980 • Vol. 95 • No. 19

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

6: How Things Changed in Streator. The farm equipment business recession was not the main reason this Illinois farming community lost dealership representation for IH, Massey-Ferguson and John Deere.

12: NFPEDA in Las Vegas: The Name Stays the Same. Convention participants defeat a proposal to change the name of the National Farm & Power Equipment Dealers Assn. but approve a by-law change which broadens the purpose of the organization. Lloyd Summa is elected president.

22: Ridge Tractor vs. Deere: Jury Finds for Dealer. A U.S. District Court jury in Greenville, S.C., rules in favor of a dealer who alleged a wrongful termination of his franchise.

DEPARTMENTS

What's Ahead	4	Auction Prices	24
New Literature	15	What's New	26
Industry In Motion	15	News Briefs	31
Retail Sales of Selected Farm Equipment	16	Farm Equipment Patents	32
Retail Sales of Wheel Tractors	20	Classified Ads	32
		Index to Advertisers	34

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RETAIL SALES OF SELECTED FARM EQUIPMENT — Jan.-June, 1979 and 1980 (1)
(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers (2)		Windrowers Self-Propelled — Power Units		Windrowers Self-Propelled — Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters (3)	
	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980
Alabama	91	81	23	17	92	69	.....	2	.....	1	137	86	20	6
Alaska	.....	.....	.....	.....	2	7	.....	.....	.....	.....	.....	1	.....	.....
Arizona	16	32	.....	.....	14	25	30	39	33	48	4	5	6	5
Arkansas	176	158	1	.....	169	116	2	.....	1	.....	39	47	8	3
California	79	118	16	7	68	87	133	161	150	180	9	2	29	30
Colorado	101	100	22	33	109	136	117	92	124	99	47	39	24	26
Connecticut	.....	.....	.....	.....	17	28	.....	.....	.....	.....	2	.....	10	8
Delaware	9	11	6	5	5	4	.....	1	.....	1	7	7	3	5
Florida	25	21	19	13	40	31	1	.....	2	.....	41	27	5	13
Georgia	188	140	102	83	95	81	1	1	1	1	323	170	32	30
Hawaii	.....	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	2
Idaho	78	58	3	7	122	216	135	150	136	152	24	34	13	26
Illinois	891	636	665	613	152	154	8	10	8	10	448	306	124	94
Indiana	552	399	441	400	174	129	5	6	5	6	412	225	81	75
Iowa	853	744	537	724	172	127	136	66	138	66	1,462	747	255	180
Kansas	779	816	62	106	246	168	233	169	238	170	228	145	85	88
Kentucky	157	83	77	45	202	163	2	3	2	3	226	212	46	51
Louisiana	112	68	.....	1	56	20	.....	.....	.....	.....	12	12	4	9
Maine	1	2	.....	.....	21	20	.....	.....	.....	.....	1	.....	18	12
Maryland	28	41	17	41	50	48	8	8	7	7	29	25	24	28
Massachusetts	.....	.....	.....	.....	20	16	.....	.....	.....	.....	1	1	6	4
Michigan	150	120	94	101	161	124	34	23	37	23	170	148	158	116
Minnesota	512	335	330	261	358	308	307	191	315	197	649	350	322	228
Mississippi	157	126	3	1	78	35	.....	.....	.....	.....	35	24	17	18
Missouri	319	303	136	151	319	238	58	29	57	30	452	324	73	39
Montana	84	120	2	2	165	100	161	120	162	127	52	42	11	11
Nebraska	383	417	188	330	112	75	300	153	300	156	424	327	105	94
Nevada	.....	1	.....	.....	15	17	31	23	34	26	1	2	2	7
New Hampshire	.....	.....	.....	.....	12	21	.....	.....	.....	.....	2	.....	7	7
New Jersey	12	7	5	7	32	16	.....	.....	.....	.....	11	4	5	6
New Mexico	8	10	.....	2	62	54	48	29	48	31	15	8	2	.....
New York	30	33	41	51	212	251	33	26	33	27	74	76	202	208
North Carolina	141	96	74	80	135	160	3	2	3	2	159	91	26	22
North Dakota	358	251	7	13	23	17	316	83	323	89	127	82	20	26
Ohio	468	362	321	262	270	208	7	4	7	4	362	248	90	90
Oklahoma	318	306	2	4	451	215	104	58	108	64	105	78	23	13
Oregon	55	51	.....	3	145	157	109	106	109	109	25	19	34	15
Pennsylvania	68	49	50	69	371	307	40	28	41	30	222	180	184	176
Rhode Island	.....	.....	.....	.....	2	2	.....	.....	.....	.....	1	.....	.....	1
South Carolina	90	65	33	27	53	37	.....	.....	.....	.....	73	43	12	11
South Dakota	145	148	67	67	43	32	396	152	419	166	260	207	78	58
Tennessee	157	109	34	47	317	271	.....	1	.....	1	174	122	62	36
Texas	367	418	64	69	612	304	59	39	66	44	166	127	33	41
Utah	6	7	.....	1	95	134	59	47	59	46	55	21	19	18
Vermont	....	.....	.....	.....	38	45	.....	1	.....	1	2	.....	38	46
Virginia	63	42	50	31	235	231	4	4	4	4	104	61	49	58
Washington	128	99	10	9	101	178	103	87	106	82	15	12	43	49
West Virginia	1	.....	2	.....	118	68	.....	.....	.....	.....	17	17	8	2
Wisconsin	70	105	83	139	706	620	185	184	187	182	432	325	751	696
Wyoming	16	13	2	1	45	46	60	56	61	57	18	13	7	6
U.S. Government	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	5	.....	.....	.....
TOTAL	**8,243**	**7,101**	**3,589**	**3,824**	**7,112**	**5,916**	**3,228**	**2,154**	**3,324**	**2,242**	**7,659**	**5,042**	**3,174**	**2,793**

Data released August 25, 1980, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types		Manure Spreaders Conveyor-Type		
1979	1980	1979	1980	
137	77	11	13	Alabama
.....	1	.....	.....	Alaska
4	6	6	6	Arizona
348	221	80	66	Arkansas
33	24	49	24	California
61	60	53	47	Colorado
38	44	58	44	Connecticut
9	10	47	43	Delaware
39	24	16	15	Florida
153	137	32	24	Georgia
1	.....	1	1	Hawaii
45	54	77	65	Idaho
453	296	716	377	Illinois
416	242	503	295	Indiana
856	479	1,785	814	Iowa
566	303	185	139	Kansas
759	484	236	197	Kentucky
60	23	17	16	Louisiana
54	33	89	61	Maine
98	53	145	145	Maryland
38	25	49	45	Massachusetts
359	263	555	456	Michigan
786	471	1,286	754	Minnesota
84	40	20	8	Mississippi
1,147	735	340	217	Missouri
45	41	35	31	Montana
360	242	413	262	Nebraska
4	2	2	5	Nevada
19	33	37	38	New Hampshire
37	28	39	31	New Jersey
8	9	3	3	New Mexico
504	475	941	794	New York
246	143	110	92	North Carolina
73	29	71	57	North Dakota
654	389	722	515	Ohio
574	344	24	37	Oklahoma
110	124	74	63	Oregon
598	452	926	786	Pennsylvania
3	2	1	.....	Rhode Island
89	45	24	21	South Carolina
88	30	239	126	South Dakota
606	370	135	121	Tennessee
833	596	91	93	Texas
78	75	66	76	Utah
96	84	180	135	Vermont
474	464	159	148	Virginia
92	127	98	84	Washington
125	95	68	38	West Virginia
1,486	1,141	2,047	1,232	Wisconsin
16	14	37	28	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	.....	.....	Miscellaneous
13,762	9,459	12,898	8,688	TOTAL

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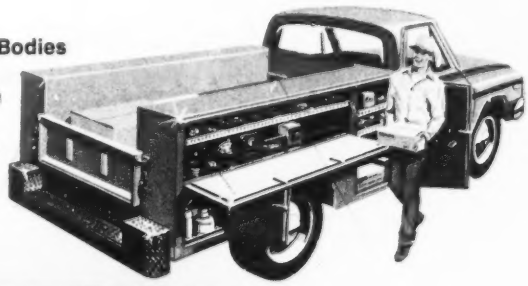
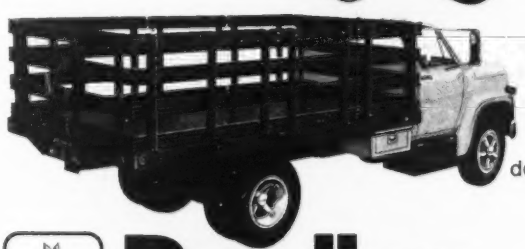
Reading Cranemaster

Cranemaster is the job-planned rugged crane body made stronger to last longer. Mount a field service crane on this heavy duty steel body, load a full supply of replacement parts and tools in its job-planned compartments, and you're ready for every service call. Gas bottles are carried in a vented compartment. A steel sliding tray gives you easy access to your mechanic's tool box. Compartment tops and cargo area sides are armored with safety tread plate steel. The rugged steel body panels and U-girder understructure are fully electric welded into one integral unit to resist road-shock on any terrain.

Reading Service Bodies are available in steel or aluminum for full size or compact chassis.





Reading all-steel stake bodies are designed, engineered and built to haul and deliver every cargo without strain.

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Job-planned. User-preferred.

See your truck dealer or write for name of nearest distributor.
Reading Body Works, Inc., P. O. Box 14, Reading, PA 19603.

Circle (9) on Reply Card

RETAIL SALES OF WHEEL TRACTORS*

(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-June, 1979				Cumulative for Jan.-June, 1980			
	June, 1979		June, 1980		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	239	65	226	33	1,673	27	1,700	358	1,303	49	1,352	208
Alaska	5	5	3	2	8	.....	8	23	10	6	16	13
Arizona	50	70	54	36	372	45	417	343	418	58	476	234
Arkansas	350	111	372	32	2,141	145	2,286	383	1,815	207	2,022	266
California	459	426	445	220	2,451	166	2,617	1,997	2,146	174	2,320	1,319
Colorado	106	65	132	69	575	93	668	371	524	105	629	322
Connecticut	30	21	34	15	112	.....	112	149	143	3	146	100
Delaware	29	8	14	2	135	10	145	29	92	5	97	17
Florida	249	250	261	79	1,117	40	1,157	1,005	1,199	32	1,231	585
Georgia	336	88	304	52	2,377	25	2,402	495	1,731	30	1,761	257
Hawaii	6	8	9	5	33	.....	33	52	33	1	34	55
Idaho	92	18	125	13	569	83	652	104	515	61	576	76
Illinois	543	274	480	86	4.087	432	4,519	952	2,515	396	2,911	401
Indiana	416	86	320	31	2,566	261	2,827	518	1,497	244	1,741	250
Iowa	606	68	356	16	5,464	342	5,806	257	2,813	290	3,103	157
Kansas	399	32	451	30	2,137	307	2,444	185	1,623	377	2,000	188
Kentucky	461	120	502	72	2,778	55	2,833	453	2,212	41	2,253	250
Louisiana	268	108	321	56	1,424	97	1,521	498	1,427	146	1,573	310
Maine	23	13	26	4	116	1	117	78	108	2	110	52
Maryland	82	66	66	35	485	22	507	284	383	25	408	161
Massachusetts	16	40	18	27	85	.....	85	182	69	.....	69	128
Michigan	317	202	301	59	1,667	142	1,809	781	1,183	126	1,309	398
Minnesota	592	96	357	43	3,626	521	4,147	421	1,855	309	2,164	215
Mississippi	326	54	365	57	2,055	77	2,132	397	1,820	150	1,970	192
Missouri	544	105	399	40	3,177	146	3,323	520	2,003	134	2,137	305
Montana	123	16	140	22	506	260	766	111	576	150	726	114
Nebraska	344	32	297	20	2,758	179	2,937	139	1,737	208	1,945	91
Nevada	11	18	11	17	78	3	81	110	60	8	68	68
New Hampshire	18	14	26	10	67	.....	67	68	71	.....	71	40
New Jersey	37	95	26	46	196	3	199	386	157	1	158	238
New Mexico	40	29	44	24	264	16	280	157	235	13	248	113
New York	332	139	343	68	1,441	61	1,502	642	1,235	57	1,292	442
North Carolina	305	98	260	60	2,509	43	2,552	576	1,776	28	1,804	322
North Dakota	280	27	128	16	1,474	722	2,196	133	685	393	1,078	71
Ohio	476	289	363	89	2,689	207	2,896	989	1,915	192	2,107	434
Oklahoma	423	104	401	50	1,672	184	1,856	386	1,261	190	1,451	282
Oregon	120	57	198	23	632	31	663	308	665	40	705	194
Pennsylvania	280	152	292	88	1,358	22	1,380	806	1,151	35	1,186	520
Rhode Island	1	6	3	5	12	.....	12	27	9	.....	9	26
South Carolina	165	58	146	36	1,155	22	1,177	277	860	26	886	169
South Dakota	191	18	109	4	1,423	192	1,615	114	722	120	842	47
Tennessee	383	99	352	37	2,504	46	2,550	527	1,697	51	1,748	196
Texas	1,084	457	998	297	5,144	250	5,394	2,199	4,713	295	5,008	1,786
Utah	57	61	99	32	343	10	353	244	331	17	348	163
Vermont	63	20	52	3	202	4	206	42	148	.....	148	16
Virginia	259	64	272	31	1,436	6	1,442	420	1,194	18	1,212	289
Washington	187	102	212	24	873	106	979	494	913	85	998	228
West Virginia	79	23	88	15	320	.....	320	129	271	.....	271	106
Wisconsin	630	89	617	42	3,528	126	3,654	442	2,421	111	2,532	237
Wyoming	33	26	32	16	237	16	253	133	164	20	184	83
U.S. Government	24	14	19	27	49	.....	49	449	70	.....	70	383
Miscellaneous‡	10	230	12	3	42	3	45	784	190	.....	190	364
TOTAL	**12,499**	**4,736**	**11,481**	**2,220**	**74,142**	**5,549**	**79,691**	**21,928**	**54,664**	**5,029**	**59,693**	**13,482**

Data released August 25, 1980, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland, Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revisions reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (August 12, 1980)

ALLIS-CHALMERS TRACTORS
7080 diesel, 1977 (Excellent) 20,500*
5040 diesel, 1976 (Good) 3200*
5040 diesel, 1976 (Good) 3400*
200 diesel, 1973 (Good) 4100*
190 diesel, 1968 (Excellent) 3750

CASE TRACTORS
430 diesel, 1962 (Fair) 860
380, (Good) 3800*

DAVID BROWN TRACTORS
995 diesel, 1975 (Excellent) 3450*
885 diesel, 1973 (Good) 2800*
880 diesel, 1966 (Good) 1550
880 diesel, 1966 (Good) 1750
770 diesel, 1966 (Good) 1000*

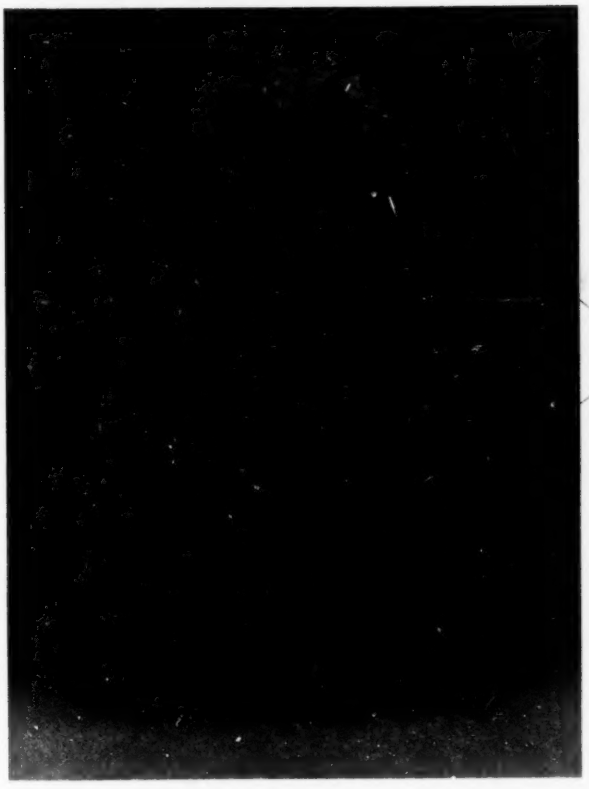
JOHN DEERE TRACTORS
4840 diesel, cab, duals, 1978 (Excellent) 29,100
3020 diesel, 1967 (Good) 4350
3020 diesel, 1965 (Good) 5200*
2630 diesel, 1975 (Excellent) 7300
2510 diesel, 1966 (Good) 3900*
2040 diesel, ldr., 1976 (Good) 6250*
2030 diesel, 1975 (Good) 4100
2020 diesel, 1969 (Good) 3200*
2010, 1964 (Fair) 1200*
1520 diesel, 1968 (Good) 4100*
1010, 1963 (Good) 1900*
1010 diesel, 1962 (Fair) 1100*
820 diesel, 1973 (Good) 2600
435 diesel, 1959 (Fair) 850
430, plow, 1958 (Good) 1425*
430, 1958 (Fair) 850
420, 1956 (Good) 1300
420, cutter, 1956 (Fair) 5875*
M, cult., plow, har., 1949 (Good) 5850*

FORD-FERGUSON TRACTORS
9N, 1947 (Good) 825
9N, 1946 (Good) 950
9N, 1944 (Rough) 450
9N, 1944 (Rough) 375

FORD TRACTORS
7500 diesel, ldr., backhoe, (Good) 6500*
7000 diesel, 1974 (Good) 5800
5000 diesel, 1970 (Excellent) 5500*
5000 diesel, 1970 (Fair) 3250*
5000 diesel, 1967 (Fair) 3350
5000 diesel, 1967 (Rough) 2450
5000 Select-O-Speed, 1966, (Rough) 2250*
4000 diesel, 1972 (Fair) 2550
4000 diesel, 1970 (Fair) 2600
4000 diesel, 1968 (Good) 3700*
4000 diesel, 1968 (Good) 3700
4000 diesel, 1968 (Good) 3750
4000 diesel, 1963 (Fair) 1400
4000, backhoe, 1963 (Fair) 2200*
4000, corn picker, 1963 (Fair) 1250
3550 diesel, ldr., 1968 (Good) 5500*
3000 diesel, 1966 (Good) 2700
3000, 1965 (Good) 2750
2000 diesel, 1969 (Excellent) 3800
2000, 1967 (Good) 2500
2000, 1963 (Rough) 875*
2000, 1963 (Fair) 1350
860, 1955 (Good) 1650
850, 1956 (Good) 1800
841 diesel, 1961 (Good) 1675
841 diesel, 1958 (Good) 1750
841 diesel, ldr., 1958 (Rough) 1275
841 diesel, 1958 (Fair) 1250*
650, 1955 (Fair) 1500*
641, 1960 (Good) 1800
641, 1959 (Fair) 1550
641, 1958 (Good) 1800
641, 1958 (Good) 2350
640, 1956 (Good) 1700*
Power Maj. diesel, 1959 (Good) 900
Dexta, 1959 (Good) 1200
Dexta, 1958 (Good) 1150
Dexta, 1958 (Good) 1250
Dexta, 1958 (Good) 1300*
NAA, 1954 (Fair) 1150
8N, 1951 (Fair) 725
8N, 1951 (Excellent) 1500
8N, 1951 (Good) 1200
8N, 1950 (Good) 1125
8N, 1949 (Good) 1050
8N, 1948 (Fair) 875*
8N, 1948 (Good) 1050
8N, 1948 (Good) 1050

HEFTY TRACTOR
Hefty G, (Good) 4450

INTERNATIONAL HARVESTER TRACTORS
2400 diesel, ldr., backhoe, 1972 (Good) 4450
1466 diesel, 1972 (Fair) 6300*



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1066 diesel, 1973 (Good) 7350
706, 1965 (Rough) 2050
706, 1964 (Rough) 1000
664 diesel, 1972 (Fair).....3200*
656 diesel, 1970 (Fair).....2800*
656 diesel, 1971 (Fair).....2400*
656 diesel, 1965 (Good) 3400
574 diesel, 1972 (Fair).....3250*
574 diesel, 1972 (Fair).....3400*
574 diesel, 1972 (Fair).....3500*
544 diesel, 1973 (Rough) 2350
504 diesel, 1964 (Good) 2250
504 diesel, 1963 (Fair).....1450*
460 diesel, 1959 (Good) 1100*
454 diesel, 1971 (Good) 3050
444 diesel, 1970 (Rough) 1150
444 diesel, 1970 (Rough) 1250
424 diesel, mo., 1965 (Good)...1750
B414 diesel, 1962 (Good) 1100
340, 1961 (Fair).....1400
B275 diesel, 1959 (Rough) 650
240, cotton picker, 1961 (Fair).....1300*
Sup. H, 1953 (Good) 500
C, 1948 (Good) 550
A, mo., 1946 (Good) 650
185, Cub Loboy, mo., 1975 (Excellent) 1700
154, Cub Loboy, mo., 1970 (Excellent).....1800
Cub, cult., plow, har, 1948 (Good).....1200

KUBOTA TRACTOR
B6000, (Good).....2500

LONG TRACTORS
460 diesel, 1976 (Good) 3200*
445 diesel, 1976 (Fair).....1500*
360 diesel, 1976 (Good) 3200*
360 diesel, 1976 (Good) 2800*

MASSEY-FERGUSON TRACTORS
1130 diesel, bld., 1969 (Rough) 2300
1130 diesel, 1968 (Fair).....3000*
1100 diesel, 1970 (Good) 4000
1085 diesel, 1973 (Good) 5800*
275 diesel, 1975 (Good) 6200
275 diesel, 1975 (Good) 6400*
265 diesel, 1975 (Good) 5700*
235 diesel, 1976 (Good) 4350
180 diesel, 1967 (Fair).....3100
180 diesel, 1967 (Good) 3700*
180 diesel, 1966 (Good) 3900
175 diesel, 1974 (Good) 3800
175 diesel, 1973 (Good) 3800
175 diesel, 1973 (Fair).....3400
175 diesel, 1970 (Good) 3700
175 diesel, 1970 (Fair).....3400
175 diesel, 1969 (Good) 3400
175 diesel, 1968 (Good) 3700*
175 diesel, 1966 (Rough) 1900
165 diesel, 1972 (Good) 3800
165 diesel, 1968 (Fair).....2850
165 diesel, 1967 (Good) 3300*
165 diesel, 1967 (Good) 3350
165 diesel, 1967 (Good) 3250
165 diesel, 1967 (Fair).....2750
165 diesel, 1966 (Fair).....2800
165 diesel, 1966 (Rough) 2100
165 diesel, 1966 (Good) 3300*
165 diesel, 1966 (Good) 3300
165 diesel, 1966 (Excellent) 3800
165 diesel, 1966 (Excellent) 3750
150 diesel, 1965 (Good) 2900*
135, 1974 (Excellent).....3750
135 diesel, 1973 (Fair).....2600
135 diesel, 1973 (Good) 3100
135, 1967 (Fair).....2400
135 diesel, 1967 (Excellent) 3500*
135 diesel, 1967 (Good) 3300
135 diesel, 1967 (Good) 3450*
135 diesel, 1966 (Good) 3350
135, 1966 (Good) 3400*
135 diesel, 1966 (Good) 3000
65 diesel, 1963 (Good) 1700
65 diesel, 1963 (Rough) 1055
65 diesel, 1963 (Good) 1750
65 diesel, 1961 (Good) 1950
65 diesel, 1961 (Rough) 1000
50 diesel, 1962 (Good) 1600
40 diesel, 1957 (Good) 1500
35, 1963 (Rough) 1350*
35, 1962 (Good) 2125
35 diesel, 1961 (Good) 2050
35, 1956 (Fair).....1350*
35, 1956 (Fair).....1175
35, 1956 (Fair).....1300
35, 1955 (Fair).....1350
25 diesel, 1964 (Rough) 650
TO30, 1953 (Good).....1200
TO30, 1953 (Good).....1000
TO20, 1950 (Good).....950
TO20, 1949 (Fair) 750*

OLIVER TRACTORS
2655 diesel, 4WD, 1972 (Good) 4700
2-105 diesel, cab, duals, 1976 (Excellent).....12,200
1250 diesel, 1967 (Good) 1700
2-85 diesel, 1977 (Excellent) 10,000

SATOH TRACTOR
650, (Good).....1050

VERSATILE TRACTOR
145 diesel, 1969 (Fair).....4250*

NOTES
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

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Cover 1, p. 3-

4, 62.